

For the **2020 Summer, WinField United** is again pleased to offer a unique internship opportunity for a student studying turfgrass management or horticulture.

WinField United is a nationwide distributor of chemical, fertilizer and seed products for the golf course, sports field, lawn care, ornamental, pest control, aquatics and vegetation management industries. Additionally, the broader WinField United organization is the leading distributor of chemicals, seed and fertilizer for the agriculture industry. WinField United is owned by Land O'Lakes, which also owns Purina.

During this internship, the intern will get to participate in three primary functions within the Turf and Ornamental Division.

#1 - Product research – the intern will be responsible for designing research experiments, implementing research experiments and reporting on research experiments. Research will be conducted on existing WinField products, vended products and prototype products in the pipeline. Research will be conducted at WinField's research site and at customer locations. Through this experience the intern will learn the basics of research protocols, gain experience in product application techniques, and learn about unique interactions of products.

#2 – Sales – the intern will shadow WinField distributor sales reps who call on golf courses, sports fields, lawn care companies, ornamental growers and pest control companies. Through shadowing the intern will gain knowledge on the sales process, product usage by end users and industry connections.

#3 – Marketing – the intern will work with WinField's marketing department to design marketing pieces, product promotions, and marketing campaigns targeted for the Turf and Ornamental industries. Through this the intern will learn about supporting the sales process, creative design, and customer purchase drivers.

The emphasis on and time devoted to each of the three functions will be based on the interns desired areas of focus and career objectives. This customization allows the intern to gain the most out of the internship in preparation for a career in the industry.

Previous interns have gone on to be assistant superintendents, sales representatives, and graduate research assistants.

Compensation – Pay will be between \$15-18/hr with a vehicle provided during work hours and a housing stipend.

Location – intern will need to re-locate to the Minneapolis/St. Paul area. Re-location expenses are covered.

Please reach out to Kevin Leeper if you are interested in the internship or if you have more questions.

Kevin Leeper

kmleeper@landolakes.com

651-315-4397